

Message Text

UNCLASSIFIED

PAGE 01 STATE 047050

10
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 RSC-01 TRSE-00 XMB-07

CIAE-00 INR-10 NSAE-00 /060 R

66617
DRAFTED BY: COM/BIC/OED/MEPD/CATKINS
APPROVED BY: EB/OCA/REP:GPWILSON
COM/BIC/OED/MEPD/JSANDS, DIRECTOR
COM/OIM/AF/FOCWEIJA INFO
STATE/AF/C/RSTRAND PHONE
STATE/EB/CBA/OCA/BR:IAWILLIAMSON

----- 046477

R 082004Z MAR 74
FM SECSTATE WASHDC
TO AMEMBASSY KINSHASA
AMCONSUL LUBUMBASHI

UNCLAS STATE 047050

E.O. 11652: N/A
TAGS: BMEP: CG
SUBJ: GECAMINES EXPANSION: U.S. TEAM VISIT

REF : A) STATE 042839; B) KINSHASA 2073; C) LUB 114 D) 0083

1. APPRECIATE RAPID AND POSITIVE RESPONSE CONTAINED
REFTELS B & C.
2. ON MARCH 7, MAJOR EXPORT PROJECTS DIVISION CONDUCTED
CONFERENCE WITH GROUP OF SENIOR EXECUTIVES, MOSTLY VICE
PRESIDENTS, OF PARSONS-JURDEN, ARTHU RMCKEE, DRAVO, KAISER
ENGINEERS, AND THE FLUOR COMPANY. ALL WERE ENTHUSIASTIC
ABOUT PROPOSED PROGRAM. THE BECHTEL COMPANY IS ALSO
TENTATIVELY INTERESTED IN ACCOMPANYING TEAM, BUT WAS UNABLE
TO ATTEND CONFERENCE.
3. CONFERENCE ATTENDEES EXPRESSED INTEREST AND WILLING-
NESS ON BEHALF OF THEIR COMPANIES TO UNDERTAKE SPECIFIC
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 047050

PROPOSALS ASSUMING COST PLUS FIXED FEE TYPE OF PAYMENT

FORMULA IF ACCEPTABLE. WOULD APPRECIATE IMMEDIATE ADVICE IN EVENT LEGAL OR OTHER REQUIREMENTS PRECLUDE COST PLUS FORMULA, I.E., LUMP SUM OR ANY FORM OF GUARANTEED FIXED PRICE IS MANDATORY. WHAT IS THE EXACT MEANING OF "BINDING TENDERS" MENTIONED PARA 2 REF D? DOES THIS TERMINOLOGY IMPLY SOME FORM OF PRICE GUARANTEE?

4. RE PARA 2 REF C, U.S. COMPANIES IN COMPLETE AGREEMENT AND WILL PROVIDE SENIOR LEVEL REPRESENTATION. COMMERCE WILL PROVIDE PROJECT OFFICER TO ACCOMPANY GROUP.

5. GROUP ADVISES THAT DATES SUGGESTED REF A FOR VISIT NOT FEASIBLE. REQUEST EMBASSY AND CONSULATE ADVICE REGARDING ACCEPTABILITY AND AVAILABILITY OF KEY GOZ AND GECAMINES OFFICIALS INCLUDING UMBA DURING FOLLOWING WEEK OF MARCH 25. SAME SCHEDULE MENTIONED REF A WOULD PERTAIN. IF THIS DATE APPROPRIATE AND TIME IS SUFFICIENT FOR EMBASSY AND CONSULATE TO MAKE NECESSARY ARRANGEMENTS, WE WOULD APPRECIATE IMMEDIATE CONCURRENCE SO THAT FIRM LIST OF ATTENDEES CAN BE SOLICITED AND PREPARED.

6. FOR KINSHASA: WOULD MEETING WITH PRESIDENCY DIRECTOR BISENGIMANA, FINANCE MINISTER BARUTI AND OTHERS BE APPROPRIATE? WE WOULD ALSO EXPECT A DETAILED BRIEFING BY EMBASSY'S COMMERCIAL STAFF. THIS WOULD BE VERY BENEFICIAL IN ORIENTING PARTICIPANTS TO THE BUSINESS CLIMATE IN ZAIRE, DESCRIBING HOW PROJECT WORK IS USUALLY CONSUMMATED, PROVIDING PROFILES ON KEY DECISION MAKERS LIKELY TO BE INVOLVED, ILLUMINATING POLITICAL BACKGROUND, AND GIVING ANY INSIGHT INTO THE STRUCTURE AND FUNCTIONING OF GECAMINES WHICH MAY HAVE BEARING ON TENDERS. BELIEVE IT IMPORTANT THAT DON JUNIOR BE PRESENT AT EMBASSY BRIEFING TO GIVE APPROPRIATE OPENING CONCERNING BACKGROUND ON CURRENT PROJECTS. EVENING RECEPTION INCLUDING CERTAIN KEY DIGNITARIES COULD BE SCHEDULED AT EMBASSY'S DISCRETION FOR WHICH FUNDS COULD BE COLLECTED FROM U.S. TEAM PARTICIPANTS, IF NECESSARY. NO COMMERCE FUNDS ARE AVAILABLE FOR THIS VISIT.

7. FOR LUBUMBASHI: A) WOULD APPRECIATE RECOMMENDED PRO- UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 047050

CEDURE AND PROPOSED AGENDA FOR TEAM WHILE IN LUBUMBASHI. RECOMMEND THIS BE WORKED OUT IN CONJUNCTION WITH GECAMINES OFFICIALS. FIRST DAY AT LEAST SHOULD BE FORMALIZED SCHEDULE IN WHICH GECAMINES PERSONNEL PRESENT OUTLINE OF PROGRAM. ANY HOSPITALITY EXTENDED BY GECAMINES COULD BE RECIPROCATED FOLLOWING DAY BY AMERICAN TEAM. B) HOW MUCH PRELIMINARY ENGINEERING HAS BEEN DONE? WILL A "FLOW SHEET" OR DESCRIPTION OF PROCESS UNITS BE MADE AVAILABLE TO THE U.S.

TEAM? THIS MIGHT OFFER OPPORTUNITY FOR MEANINGFUL WORKING SESSION WITH APPROPRIATE GECAMINES TECHNICIANS. C) SITE VISIT MIGHT BE USEFUL IF CONSULATE AND GECAMINES DEEM APPROPRIATE.

8. WOULD APPRECIATE INFORMATION IF NOT PRIOR TO DEPARTURE THEN DURING BRIEFING REGARDING IBRD INVOLVEMENT. WHAT IS THE STAGE AND NATURE OF THEIR COMMITMENT? IF NOT PUBLIC KNOWLEDGE, COULD EMBASSY PROBE QUESTION AT KNOWLEDGEABLE GOVERNMENT LEVELS AND WITH IBRD REP GUETTA TO ASCERTAIN PARAMETERS OF THEIR INVOLVEMENT. KSSINGER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE047050
Document Source: CORE
Document Unique ID: 00
Drafter: COM/BIC/OED/MEPD/CATKINS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740357/aaaacasq.tel
Line Count: 126
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) STATE 042839; B) KINSHASA 2073; C,) LUB 114 D) 0083
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2002 by elbezefj>; APPROVED <06 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GECAMINES EXPANSION: U.S. TEAM VISIT
TAGS: BEXP, CG
To: KINSHASA LUBUMBASHI
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005